## A MANUFACTURER TALKS.

Some Hard Facts From a Clear-Headed

enterprises in South Carolina, was ple only?" interviewed by a reporter a few days water didn't run off fast.

ment you know of at present?"

"Buy land anywhere in South Carolina and you won't go wrong. That in the more populous counties-those with the best railroad, school and other facilities-is to be preferred, of course, for increase of values will be in the State is bound to show a steady gain from now on. The waste places will be reclaimed and in demand. Why? Because the Southern States have had granted them in perpetuity, the contract for clothing the world, and we have the people, the paraphernalia and the experience to do it-the negro, the mules and a knowledge of the cotton plant! Buy dirt. No matter if it is high. Its going to be higher. Buy on a rising market. I country in the world-natural advanthe most prosperous commercially, not the most intelligent at present, and we will never be the most prosperous of, all sections until we improve our opportunities. We are behind in the race for several reasons. Some we can remedy and others without remedy should be without regret. South Carolina.

"Nature's legacies are not all sufficient. Listen to this clipping from

of the smallest Southern States), vision had not been made for a suffihas an industrial development which cient supply of vegetables, tin cans until a few years ago equalled that of the entire South, and even today, with all the advance which the South has made in cotton mill interests,

riticism of the South, but they are nore iron than all Europe possesses, tres of this country at a tithe only with one-half of the standing timber of the rate South Carolinians would entire plant. f the United States, with coal esti- have to pay to reach these same cennated at 40 times as much as Great tres." ritain ever had before it mined a orld's cotton production, with pracchante

re to no other country on earth. timber. The South combines- a trade with him." materials possessed in part only fasturing enterprises?"

News and Courier. A business man from "up the | "You believe then that as we are State." who said he had both made outclassed by others in energy we will and lost some money in manufacturing have to continue an agricultural peo-

"Not at all-the change has already ago and despite his protests that he begun. We are even now in a tranknew "nothing worth dividing," what sition stage and the change vill work follows was extracted. The News and some hardships to both classes for a Courier man happened to know his time. Farmers are complaining of life-story and the fact is he has made | the scarcity of labor-our cotton mills much more than he has ever lost. can't find help enough to run every Its also related of him that when his machine. What we want is a unigood Presbyterian mother presented form, symmetrical development. We the embryonic citizen for the ritual of need people, perseverance and pluck. infant baptism the little drops of The old adage that 'all things come to those who wait' should be amend-"Mr. A. what is the best invest- ed by adding, 'but the best thing that can come to them is a good, strong push."

"The State of New York is the best illustration of a well-developed commonwealth I know of. Every natural advantage has been fully utilized. Her farmers, the most prosperous and most rapid but real estate anywhere progressive-her manufactures the most varied and manufacturers the most alert, her cities the largesther country districts the most habitable, showing the interdependence of agricultural pursuits upon manufacture and vice versa."

"What manufacturing enterprises besides cotton mills can be profitably conducted in South Carolina?"

"That question is hard to answer specifically. Local conditions and many other things have to be taken into firmly believe that ours is the best consideration. Communities are frequently advised to foster and encourtages only considered. We are not age the smaller industries-diversify is the watchword-don't put all your eggs in one manufacturing basket and so on, and the advice is sound. I endorse it, but for them to succeed some caution is necessary. Every proposed enterprise should be maturely considered from all points of view. Where is the supply of raw material Warm climates conduce to indolence, to come from? It is not enough that cold and rugged surroundings to ac- this exists in forest or field scattered am only looking at present conditions miss my train." tivity. Events in the past which we here and there over the State. Can through common sense spectaclesfailed in controlling may have con- a steady supply in requisite mercanspired to retard our progress, but a tile quantities be counted upon? Then generation has passed since then and find out if you can get it to the door we should be up and doing all over of your plant as cheaply as some competitor in that particular line is already doing. After the product is made what rates can be secured from the Manufacturers' Record of a recent | your railroads to help you in marketdate: 'The six little New England | ing it? Unless these are on a parity States have developed an industrial with what other, perhaps more dislife and a general wealth which should tant, manufacturers already have in Good buildings mean lower insurance it by a Confederate veteran would be be a tremendous inspiration to the our field, natural advantages may be rates. Brick buildings are cooler in gratifying to the President. He re-South. With an area of only 66,000 more than offset by artificial trade re- our hot summers and more cheaply ceived a reply which he did not pubsquare miles and a population of five strictions. What capital will be need- heated-fuel will be saved in the win- lish during the campaign as he felt and one-half million against an area of ed? Like building a house allow 50 ter months. 830,000 square miles and a population | per cent more than promoters and well of 23,000,000 in the South, New Eng- | meaning enthusiasts say will do. I land on its barren, rock-bound soil, know a town in South Carolina that be studied. Up my way wood is too has created industrial interests pro- some years ago decided to establish a scarce to be counted on. When I was ducing annually six hundred mil- canning factory and they did so, for a young man with my aesthetic ideas lion dollars more than the entire any corporation with the necessary funds can go out and buy the ma- shrewd old individual one day why he "Massachusetts alone, with an area chiney needed to make anything in had located his little plant down in a of only 8,000 square miles (about one- South Carolina. They ran a while, flat, close beside a minerable little fourth the size of South Carolina, one but failure soon overtook them. Pro-

and other things needed had to be

bought in Baltimore. After his goods were put up the small South Carolina Massachusetts still has more cotton with the productive fields of New Jerurreys, spindles than the fourteen Southern sey and Maryland. Where a cannery in the States. is located in the middle of broad acres "These facts are not presented as a of tomatoes, with a spur track from some trunk line railway system at the given as a suggestion of the illimi- back door to transport the finished able possibilities of the future. With product to the great distributing cen-

"What do you think of creameries ingle ton, with 80 per cent of the and cheese making?" "This industry is all right-we cally unlimited stores of oil, with a need them and they can be made to ertile soil capable of yielding almost pay here, but those will do best where very variety of agricultural products, the first step taken is to secure a pd with a uniform rainfall, the South sufficient herd of milkers and the food olds possibilities for manufacturing and pasturage for them. Don't build ch as has been vouchsafed by na- a factory first and think all the far-"Pennsylvania has developed its been planting cotton year after year

mers in the neighborhood who have ormous wealth out of its coal and are going to stop this in order to supon and oil interests; New England ply your factory with milk. They affirmative, then it may do to consider the foundation for much of its won't do so—not all at once. Only this line of activity. High Point, N. of teeth. st wealth in the manufacture of cot-by degrees do people change their n goods, and creat Britain has ways of earning a livelihood. Be prepared its wealth on coal and iron pared to take care of your own needs to utilize the abundant raw material d turning our cotton into finished until some one else offers to do it for then close to their doors, those early

d the South alone of all countries in "What about the South's great adworld has this combination-all vantage in her cheap labor for manu- followed in the wake. Factories mul-

ities for industrial development is poor labor for these. Negro labor orn Railway alone there are 252 furth as no other section or no other is not to be considered at all as a niture factories in operation and we entry can duplicate. Even if New source of supply for manufacturing read now and then of some venturegland had had great natural re- purposes. Negroes are drudges, not some spirits planning another up that ing up stairs as he can be noisy with roes, what it, as one of the leaders artisans. But we need them for other way. Year by year profits have de-American industrial development, purposes. They are here, likely to creased until the proposition is not been able to accomplish should stay and best for us that they should so attractive as it once was. High uld be a still greater inspiration." its own solution here in the South. lesson to be learned from the story of ing.

There is no more danger of a conflict | High Point emphasizes what I said without ambition who make trouble. Theee are but eddies on the stream of time. The proportion of white illiteracy among us is one of the weights that besets us. We need all the schools we have and more, too. An inundation of intelligence would be welcome, whether it came as white for the native population. The argument that compulsory education is paternalism is meeting a condition with a moss-backed theory of Govern-

"That manufacturing plant is worth most to any town which employs the largest number of skilled laborers.

"Skilled labor is high priced labor. This class is already employed somewhere else and it is hard to move them. Many of the smaller industries need chiefly this kind. It is better to bear this fact in mind than to ignore it, and trust to luck. There is today a small manufactory in South Carolina that is struggling for an existence and while not their caly handicap their greatest difficulty is that of securing enough competent workmen have some, but their output could be doubled on the same administrative expense if they could get the kind of labor they need. Hence my admonition as to ample capital. The man who has to meet the pay rolls must know where the money is to come from until he can make a repurelations and influence workmen to come South."

"You are pessimistic I fear," said the reporter.

'No, I am not-haven't I expressed my confidence in the future for the South as a manufacturing people? I want to see us build only on solid that's all. There is no excus for communities or individuals making the same mistake twice. Success is true economy, practically applied. A. mistake common with us for small industries is organizing with only of buildings. That's false economy.

"Standard brick construction is

"Then the question of fuel and water for engines and boilers should in the ascendant, perhaps, I asked a stream, when just above was a beautifully wooded knoll. This was his reply: 'It's easier to go to the water than to bring the water to you.' Many have found this out after it was too late. The soft water of running manufacturer found himself competing streams is better for boilers than well

> "No up-to-date cotton mill is now built with the picker room in the main building. It is the most hazardous part of the risk, and is detached from the factory proper so that a fire there can, at the worst, be confined to its point of origin and not endanger the

"In wood-working plants it's money (and sometimes factories) saved to bear this in mind. The boiler, the dry kiln and the finishing rooms-the most dangerous parts of these risksshould be detached from each other, or where space will not permit of this, they were cared for and nursed. Benseparated by fire walls.

"What do you think of furniture

factories for South Carolina?" "Not much. Recall the catechism of general questions I propounded a few minutes ago, and if all or a majority of them can be answered in the educts. The Northwest grew rich you cheaper than you can then close manufacturers made money and made

"Attracted by their success others tiplied-timber disappeared. Today all these sections. It has possi- 'Its largely a myth. Chesp labor in the territory covered by the South-

between an Anglo-Saxon worthy of the about good buildings. Those people name and an African than there is of at first put up cheap, wooden struca collision between a passenger and a tures. In time they crowded each freight train running in the same other and in the past few months six direction on parallel tracks. One factories there have been destroyed by was born master-the other servant. fire. One company, whose loss was God made them so, and centuries are about \$30,000, had eight or nine needed to change racial characteristis. | thousand dollars only of insurance and It's the negro who is trying to be a had paid a rate of \$9 per \$100 to get bad white man, and the white man that. It's surprising they had this much with such a rate. Those who rebuilt, you may have noticed if you have passed there lately, did so out of brick. There will always be a demand for furniture and some profit in making it to the most favorably situated and best managed plants. North Carolina has some advantages over us immigration or compulsory education for this business. With nearly twice the area of South Carolina and a great deal more hardwood timber of better quality than we possess, when her mountains are stripped she is nearer to those of Tennessee and West Virginis, from where it will be brought. The marketing of this timber is an industry in itself. In North Carolina the industry is well organized, while with us undeveloped, and the South Carolina manufacturer may have to buy his lumber in North Carolina or Tennessee. In the extreme northwestern corner of South Carolina there is some good hardwood but no railroad as yet to bring it out. Furniture factories as small industries I do not believe will pay in South Carolina. Competition between Southern factories for local trade, I am told, is fierce and and keeping them satisfied. They when they reach out beyond their logical field they meet the older manufacturers of the East and Northwest, who have studied the economics of production for years. This is hard competition for amateurs to meet. If we build furniture factories they should be capitalized on a scale simi. lar to our cotton mills-only such can tation for his product, establish trade | stand the strains long enough to ulti-

mately succeed. "But I have talked too long al ready. Let me repeat just this much. The test we should apply to all manufacturing propositions is not, 'Can we start it?' but 'Can we make and sell our product at a profit?' Test it by calm, judicial investigation before, foundations. One ill-advised venture and not after investing in buildings in a manufacturing way will operate and expensive apparatus. Experience as a brake on the wheels of progress is a fine school, but the tuition comes in that vicinity for many moons. I high. Can't stay here longer or I will

#### A Half Southerner.

Washington, Nov. 18.-Col. John S. Mosby received a few months ago, a letter from Judge Roulhac of Birmingham, Ala., commenting on the atenough capital to erect the cheapest titude of the Southern people toward the President personally. Col. Mosby sent the letter to Oyster Bay as he best for a large or a small industry. thought the sentiments expressed in that the President's motives in writing the letter would be misconstrued. The letter is as follows:

"Oyster Bay, N. Y., Sept. 10, 1904 "My Dear Col. Mosby: That is a fine letter of Roulhac's and I appreciate it. I have always been saddened rather than angered by the attacks made upon me in the South. I am half a Southerner myself; and I can say with all possible sincerity that the interests of the South are exactly as dear to me as the interests of the North.

"Sincerely yours. "Theodore Roosevelt." Abandoned by Their Father.

Charleston, Nov. 18 .- Three children, Hattie, Anna, and Irene Benton. abandoned by their father, or grandfather in Savannah, will arrive here in a day or two to become charges of the Episcopal Church Home on James Island. According to the story, some weeks ago the children were taken to Savannah by William Benton, a Confederate soldier, formerly of Walterboro. Shortly after arrival Benton and children became ill and were sent to the St. Joseph's hospital where ton recovered before the children and was discharged from the hospital, when he left the city and has not since been seen or heard from. The children recovered and the Sisters of Mercy were then forced to place the children, for a hospital was not the home for them. A number of charitable women cared for the little ones and arranged for their return to Charleston upon Rev. A. E. Cornish consenting to receive the children at his institute on the island." Benton is said to have gone to Florida. When the children entered the St. Joseph's hospital they had not heard of God and knew nothing about Christmas or Thanksgiving, their early Christian education having been much neglected. -Special to the State.

- A man coming home at 3 o'clock his growls the next morning.

- The Grand Lodge, of Masons, of an inspiration to the South; but stay. 'There is a destiny that shapes Point now has about 270. Some are con, decided that no man can be a dispenser, without having natural resources and this race problem will work out others because they can't quit. One and remain a Mason in good stand-Georgia, at its recent session in MaHow Paddy Shea Got Away.

One of the last of the old-time tramp printers "blew in," as he expressed it last night-one of a type familiar in every newspaper office in the country, but now fast disappearing. This particular one is disappearing in sections. Two years ago he lost a leg by being run over by a freight train in a meritorious attempt to get away from Hot, Springs. Paddy Shea is his name. Chieag he sojourns around Chicago, but he is known to printers from Maine to California, and all way stations. In his variegated career Paddy has acquired much experience and many adventures, and it is not surprising that pretty much any newspaper story reminds him of some personal experience to match or surpass it.

The cutting of Santos Dumont' balloon and his consequent failure to make an ascension, as advertised, was under discussion when l'addy "blew in." "A balloon that didn't go up took me out of town once, all right, all right," he chirped in. "Me and a printer pal-I won't give his name, because he's in this burg right nowwas once in Duquoin, Ill., broke and nothin' doin'. No way to get out of town, only by the blind door of a vestibule, and grub painfully scarce. Sauntering down toward the depot, we struck an aeronaut, with whom we swapped hard luck stories. He had been making ascensions at county fairs but his balloon was plum busted, beyond repair. He was broke and had his wife along with him, which made matters worse. "I saw an opening, and he and my

pal were on in a minute. I stood off a job printer for a lot of circulars announcing an ascension that afternoon, and we got them in circulation in a hurry. We got the old balloon down to a vacant los, borrowed a gasoline can from a printing office and bought a dime's worth of gasoline and made a great show of getting ready. We hung the balloon to a telegraph pole, dug a hole with a mud chimney for the inflation, and my pal crawled inside the balloon and played fireman. We had a fire of sticks, and he would occasionally scatter a little gasoline in to send out a blaze, like something was doing.

"In the meantime a crowd of fully 5,000 people had gathered. The aeronaut's wife had come down from the hotel and was mated on a big dry goods box. Ine aeronaut circled around and took up a collection. He got \$48, all in small money, mostly nickles, dimes and quarters. Then he came and monkeyed around the balloon, and my pal, the fireman, came out, and he and myself sneaked around to the outer circle of the crowd, stationed ourselves at different places, and a dozen boys were hired for the purpose placed at proper intervals.

"Then the professor climbed onto spiel. He was awfully sorry, but his balloon had just sprung a leak, which could not possibly be repaired, and he could not go up. In all that crowd he could not identify the people who had contributed, and he wanted to know what to do with the money. He had not carned it, and so could not keep it.

"Give it to your wife," came a voice from the outskirts. That was my pal, posing as one of the contribu-

"Yes, give it to her," came from an other place. That was me.

"That's it, give it to your wife," came from a dozen other places, That was the kids.

"Of course no one objected, and without giving them a chance to kick the aeronaut thanked his friends for their generosity and said he would do as they said.

"We three met quietly later and divided the swag-\$16-and we all got out of town."-Arkansas Gazette.

- Some men have such will power they can go walking with a girl without getting engaged to her.

- The city af Reading, England. has passed an ordinance requiring that baths shall be placed in all dwelling house constructed within the borought in future.



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